

Message Text

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ACTION EA-09

INFO OCT-01 ISO-00 NSC-05 ACDA-07 SS-15 EUR-12 DODE-00

EB-08 NSAE-00 USIA-06 TRSE-00 ERDA-05 CIAE-00

COME-00 CAB-02 DOTE-00 INR-07 FAA-00 /077 W

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R 020249Z AUG 77

FM AMEMBASSY TOKYO

TO SECSTATE WASHDC 9802

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E.O. 11652: N/A

TAGS: ETRD, EAIR, JA, XT, US

SUBJECT: TDA AIRCRAFT PURCHASE

REF: A) STATE 174334 B) 76 TOKYO 17978

1. TO DATE, TDA HAS BEEN PRIMARILY A FEEDER AIRLINE BUT IS NOW SEEKING WIDE-BODY JETS AND ALSO SMALLER SHORT TAKEOFF REPLACEMENTS FOR ITS AGING FLEET OF JAPANESE-MADE YS-11'S. EMBASSY CAN CONFIRM THAT TDA IS BEING PRESSURED BY THE EUROPEANS, PARTICULARLY THE AIRBUS CONSORTIUM, TO PURCHASE EUROPEAN MADE AIRCRAFT.

2. THE PRESSURES EXERTED BY THE AIRBUS GROUP THUS FAR ARE MAINLY FINANCIAL; E.G., OFFERS OF 6-MONTH LEASE AT NO COST, LOW PURCHASE PRICE, AND NO-INTEREST FINANCING. TDA WILL ESTABLISH A SPECIAL AIRCRAFT SELECTION COMMITTEE WITHIN A FEW WEEKS TIME AND THE PRESSURE FROM THE A-300 GROUP WILL PROBABLY INTENSIFY. ACCORDING TO VARIOUS REPORTS, HOWEVER, TDA STILL FAVORS THE DC-10.

3. AS REPLACEMENT FOR THE YS-11'S, THE BRITISH AIRCRAFT CORPORATION (BAC) HOPES TO SELL TDA THE BAC 11-670. BAC CONDUCTED A DEMONSTRATION TOUR OF A PROTOTYPE 670 HERE SEVERAL MONTHS AGO AND CONTINUES

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TO FEED TDA INFORMATION FROM ITS TEST FLIGHTS. BAC IS APPARENTLY NOT EXERTING THE SAME PRESSURES AS THE AIRBUS GROUP. ACCORDING TO THE EMBASSY'S FAA REP, THE DC-9 OR B-737 (ADVANCED) WOULD BE THE BEST U.S.-MADE AIRCRAFT TO REPLACE THE YS-11.

4. WE WILL BE TAKING DISCREET OPPORTUNITIES TO EXPRESS

HOPE THAT JAPANESE DECISIONS WILL BE BASED ON ECONOMIC
FACTORS.
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Message Attributes

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